



# Connections

... get plugged into your network

June 2011

## *Policy updates*

### *Canadian and U.S. Chambers of Commerce send joint submission to Beyond the Border Working Group*

In response to the government of Canada's request for input on industry priorities for the Canada-U.S. border and the joint action plan for perimeter security and economic competitiveness, the Canadian and U.S. Chambers of Commerce have submitted their thoughts to the Beyond the Border Working Group (BBWG).

Canada and the U.S. enjoy one of the most prosperous relationships in the world. With approximately 11 million jobs on both sides of the border dependent on bilateral trade, in 2010, \$645 billion worth of goods and services crossed the border. Approximately a third of this trade is the intra-company delivery of input materials – we literally build things together. The success of this unique economic partnership depends on a smart, secure border.

Unfortunately, since 9/11 the Canada-U.S. border has become increasingly inefficient. Businesses point to the growing number of inspections and fees, wait times and infrastructure constraints all of which cause significant delays, hurt productivity and affect competitiveness.

The Canadian Chamber of Commerce and the U.S. Chamber of Commerce were pleased by the joint announcement in February 2011. With the right dedication, this initiative will provide a badly needed opportunity to improve the efficiency of the shared border and increase the competitiveness of both economies. To move this process forward it is imperative to identify several key priorities where progress is needed immediately.

The Canadian and U.S. Chambers believe that a 21st century border policy must be based on risk-management to better assess threats; differentiate between low-risk and high-risk trade and travel; maximize the use of technology and lower transaction costs. The submission made to the BBWG contains

practical recommendations to make the Canada-U.S. border more trade efficient without diminishing security.

The **full submission** is available online.

### *AGM registration is now open! Don't miss out on early bird pricing and other opportunities*

A **preliminary agenda** is available in the AGM section and we can confirm some interesting sessions are already lined up.

Our stage-setting session will feature Doug Porter, deputy chief economist at BMO and Tim Powers, VP at Summa Strategies. These two subject experts will set the scene for delegates on the economic and political fronts prior to attendees heading into policy reso debates.

Early bird pricing ends on July 15. Delegates planning to extend their stay on "the Rock" should think about reserving rental cars early as the numbers of available cars are limited. Information on spousal tours is also available - some great sightseeing opportunities have been arranged!

Chamber execs should also consider arriving early for the professional development session of the Chamber of Commerce Executives of Canada (CCEC) which runs from Thursday evening to Saturday at noon. This gathering of chamber professionals is the only time each year when chamber executives from across Canada gather face-to-face. If you're new to the profession you'll want to attend. Even if you're a seasoned pro - there's still content for you!

Don't miss this opportunity to mix, mingle and learn from your chamber peers. Registration information to come from CCEC soon!

### *Breaking news! Esso business card program gets even better!*

As of June 15, the Chamber Esso Business Card program discount will go up to **3.5 cents per litre fuel discount** off the

retail posted pump price purchased in Canada at Esso-branded service stations.

Promotional materials will be adjusted accordingly for the June 15 launch as will the Chamber microsite [www.essofleetoffers.com/CHAMBER](http://www.essofleetoffers.com/CHAMBER). We just wanted to share the good news immediately!

### *Looking for a new job?*

Currently there are four chamber positions posted on the Canadian Chamber's website. So if you are looking for a change or know someone who is, check out the chamber job postings for: Greater Summerside (PEI); Perth & District Chamber (ON); Vancouver Board of Trade (BC) and Prince Albert (SK). Detailed postings can be found under the "About Us" section of the [CCC website](#) - see "Careers".

### *Did you know?*

- Because you are a member of the Canadian Chamber of Commerce, you are a member of the International Chamber of Commerce?
- As Canada's representative for the International Chamber of Commerce (ICC), the Canadian Chamber ICC Canada bookstore carries a number of publications covering a scope of topics including: international banking, international trade terms namely Incoterms®, business and law, arbitration, and model commercial contracts.
- Members of the Canadian Chamber and your members are able to benefit from a 10% discount on purchases from the bookstore; our recent mailer contained information on this offer. We can supply a promotional bookmark for use with your members. For any requests or information related to ICC publications or to order your promotional bookmarks, contact Angela Roy, [aroy@chamber.ca](mailto:aroy@chamber.ca).
- We are awaiting news regarding two CCC member chambers that are two of the 20 finalists in the World Chambers Federation Competition part of the World Chambers Congress currently taking place in Mexico City. Winners will be announced June 10 at approximately 2 PM Mexico City time. The two Canadian finalists are: the **Winnipeg Chamber** (MB) in the *Best International Project* category and **Cambridge Chamber** (ON) in the *Best Unconventional Project* category. All finalists' project outlines are available on the [WCF website](#); these projects may inspire you and your chamber to new things! Congratulations to both of these WCF Canadian chamber finalists. Our fingers are crossed! Watch Facebook for updates!

### *New chamber managers*

Change in chamber execs continues to occur and this month at chambers across the country, you've got some new colleagues

to welcome; here's a list of some of the changes:

**Cori Lynn Germiquet**, president & CEO, South Surrey & White Rock Chamber of Commerce (BC), [corilynn@sswrchamber.com](mailto:corilynn@sswrchamber.com).

**Stefanie Schulz**, executive director, Leduc Regional Chamber of Commerce (AB), [ssschulz@leduc-chamber.com](mailto:ssschulz@leduc-chamber.com).

**Peter Doukakis**, manager, Qualicum Beach Chamber of Commerce (BC), [manager@qualicum.bc.ca](mailto:manager@qualicum.bc.ca).

**Joseph Huza**, executive director, West Island of Montreal Chamber of Commerce (QC), [jhuza@ccoim.ca](mailto:jhuza@ccoim.ca).

**Ivy Lam**, executive director, Miramichi Chamber of Commerce (NB), [mirchamber@nb.aibn.com](mailto:mirchamber@nb.aibn.com)

**Paul Holden**, president & CEO, Burnaby Board of Trade (BC), [pholden@bbot.ca](mailto:pholden@bbot.ca).

**Kathleen Voyer**, general manager, Chamber of Commerce of Lac-Saint-Jean-Est (QC), [kvoyer.cci@qc.aira.com](mailto:kvoyer.cci@qc.aira.com).

*If you are a new manager or have changes that you would like the network to know about, send an email to [jhagen@chamber.ca](mailto:jhagen@chamber.ca).*

### *FORE! Special draw ahead...*

It's not too late to register for the inaugural Canadian Chamber of Commerce Golf Tournament on **Tuesday, June 28 at The Club at Bond Head**.

Those names registered by no later than **June 22** will be entered into a draw with the winner receiving a golf package including 18 holes, power cart and dinner at the prestigious Weston Golf & Country Club, Toronto. The draw winner will be announced at the event.

Frequently described as Toronto's "hidden treasure," Weston is the site of Arnold Palmer's first professional win - the 1955 Canadian Open. Opened in 1920, Weston has also been the site of many other provincial and national championships and is rated by SCOREGolf magazine as one of Canada's 25 best private golf clubs and the 40<sup>th</sup> best golf course over all. **Register now!**

### *Lastly...*

#### *Looking for an idea to energize your next BA5?*

Check out via [YouTube](#) what the Madison County Chamber did recently to liven up their member mixer.

#### *Summer hours*

CCC offices are on summer hours. **Fridays only** until Sept. 2, our office hours will be from 8:30 AM to 1PM.